PX 185

Message

From:	_____ [ripple.com]
Sent:	6/24/2020 9:51:59 AM
To:	_____ @ripple.com]; _____ @ripple.com]; _____ @ripple.com]; _____ @ripple.com]; _____ @ripple.com]; _____ @ripple.com]; b____ @ripple.com]; _____ @ripple.com]
Subject:	[Slack Retention] Ripple - : Private

Date Sent (UTC)	Sender	Message
2020-06-23T19:49:57.0000000Z	███████ @ripple.com	I'm reading this XRP-O buy backs deck,
2020-06-23T19:50:05.0000000Z	███████ @ripple.com	and I think I am missing a bunch of the context here.
2020-06-23T19:50:24.0000000Z	███████ @ripple.com	So, seems like CL / BG are concerned about XRP underperformance since XRPO started?
2020-06-23T19:50:40.0000000Z	███████ @ripple.com	But, I don't quite get the Bitso focus here.
2020-06-23T19:50:52.0000000Z	███████ @ripple.com	Selling on Bitso is now less than it used to be given the reduced volumes
2020-06-23T19:51:15.0000000Z	███████ @ripple.com	And we already have MM's buying XRP on Bitso.
2020-06-23T19:52:06.0000000Z	███████ @ripple.com	The problem here is there is no offsetting buy of XRP anywhere.
2020-06-23T19:54:18.0000000Z	█████ @ripple.com	Yea the idea is we would be taking it out of circulation by buying it
2020-06-23T19:55:59.0000000Z	███████ @ripple.com	We achieve tax basis on this, so we can only buy back 71% of this for zero net cash benefit at 29% increase of supply.
2020-06-23T19:56:29.0000000Z	██████ @ripple.com	Unless we limit this to an amount that we can only recycle.
2020-06-23T19:56:44.0000000Z	███████ @ripple.com	But, then it again has zero economic benefit to Ripple and still only introduces supply.
2020-06-23T19:57:30.0000000Z	███████ @ripple.com	I've been told to keep my head down about this, so I don't want to keep on about this.
2020-06-23T19:58:03.0000000Z	█████ @ripple.com	That's a point I mentioned too yes. Best option imo is to redirect xrpo flow to traditional odl flow and only allow xrpo flow for inflation rate we deem absorbable

2020-06-23T19:58:24.0000000Z	████ @ripple.com	I agree.
2020-06-23T19:58:49.0000000Z	████ @ripple.com	But we can certainly highlight the different options with consequences
2020-06-23T19:58:55.0000000Z	████ @ripple.com	The idea is to show a very aggressive remedy option since we are not limiting XRPO flow
2020-06-23T19:59:28.0000000Z	████ @ripple.com	Then we are just adding additional costs to this.
2020-06-23T20:00:34.0000000Z	████ @ripple.com	Yea but the ask wasn't to decrease costs, it was to decrease negative pricing pressures right
2020-06-23T20:01:17.0000000Z	████ @ripple.com	It seems like decreasing XRP-O is a sin right now
2020-06-23T20:02:40.0000000Z	████ @ripple.com	def add in the pro/con to option c as well
2020-06-23T20:02:51.0000000Z	████ @ripple.com	Gr8
2020-06-23T20:03:02.0000000Z	████ @ripple.com	And also be clear on implications of B
2020-06-23T20:03:05.0000000Z	████ @ripple.com	there was an almost directive by CL to BG to start buying back on bitso - so we are trying to show a few other options.
2020-06-23T20:03:41.0000000Z	████ ripple.com	agree to show some implications on B - ie the tax #s are important, even if only in the TP section or as notes on sidelines for ROn that is super helpful. thx vjm'
2020-06-23T20:03:57.0000000Z	████ @ripple.com	I don't get why Bitso.
2020-06-23T20:04:18.0000000Z	████ @ripple.com	It will just cost more
2020-06-23T20:04:23.0000000Z	████ @ripple.com	the market makers are already buying there
2020-06-23T20:04:27.0000000Z	████ @ripple.com	they are just selling elsewhere.
2020-06-23T20:04:52.0000000Z	████ @ripple.com	think he suggested that given the concentration of xrpo on bitso but pls add your views in there, vhelpful
2020-06-23T20:05:11.0000000Z	████ @ripple.com	we can add option D and E as well

2020-06-23T20:05:29.0000000Z	██████ @ripple.com	just cant make this too long so anything added needs to be succinct as much as possible
2020-06-23T20:05:31.0000000Z	██████ @ripple.com	All ODL flow had large selling on ==Bitso==
2020-06-23T20:05:43.0000000Z	██████ @ripple.com	And it is much less than it used to be.
2020-06-23T20:06:29.0000000Z	██████ ripple.com	yes, bg rec'd a directive and now we can add alternative suggestions for their consideration, pls add to this as you see fit, that's why youre in it :slightly_smiling_face:
2020-06-23T20:06:31.0000000Z	██████ @ripple.com	appreciate it
2020-06-23T20:35:59.0000000Z	██████ @ripple.com	From Ron, on the deck:
2020-06-23T20:36:02.0000000Z	██████ @ripple.com	```Ron Will 4:30 PM
		hey - an idea on the presentation - and I'm just thinking top of head here - but what if we lay out 3 potential narratives up front - 1) XRP supply - whether from Ripple or other sources, impacts the market the same, 2) XRP supply from Ripple impacts the market more (because its so visible perhaps) and 3) XRP supply from XRPO impacts the market the most (because its taken on a life of its own in the markets, it creates unusual ==bitso== dynamics, etc etc) 4:30 we can do that up front - then say we are going to assume #3 for purposes of this presentation, while we continue to investigate further```
2020-06-23T20:39:58.0000000Z	██████ ripple.com	Adding a slide at the front.
2020-06-23T20:40:03.0000000Z	██████ @ripple.com	per Ron's instructions.
2020-06-23T20:44:24.0000000Z	██████ @ripple.com	i added options C,D,E so far - can you build out a bit there, ██████ @ripple.com - and then on recco slide, figured a blend of ST and LT makes sense. i got that started, pls take a look when you can, thanks
2020-06-23T20:44:51.0000000Z	██████ @ripple.com	we need to get this out today given CL called BG on vaca about it, it's apparently urgent. apprecaite it
2020-06-24T16:51:59.0000000Z	██████ @ripple.com	██████ @ripple.com can you draft an email to ron re: status on ==bitkub== and concerns re: insufficient MM support for a july go-live. want to post him before we

post product re: the challenges and make sure we give product a head's up that we may need to delay launch if we cannot get MMs up and running there.